

Message Text

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PAGE 01 PARIS 07846 041056Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 SS-15
NSC-05 /056 W
-----115968 050309Z /72

R 041053Z MAR 78
FM AMEMBASSY PARIS
TO SECSTATE WASHDC 8153
INFO AMEMBASSY BONN
AMEMBASSY LONDON
AMEMBASSY MADRID
AMEMBASSY THE HAGUE

C O N F I D E N T I A L PARIS 07846

E. O. 11652:GDS
TAGS: EAIR, FR
SUBJECT: EASTERN AIRLINES AND THE AIRBUS.

REF: PARIS 06208

DURING THE COURSE OF A MARCH 2 VISIT BY THE
CIVIL AIR ATTACHE AND FAA REPRESENTATIVE TO MICHEL
LAGORCE (COMMERCIAL DIRECTOR FOR THE CONCORDE PROGRAM
AT THE DIRECTORATE GENERAL OF CIVIL AVIATION), LAGORCE
BRIEFLY TOUCHED ON THE PENDING SALE OF THE A-300 TO
EASTERN AIRLINES. HE NOTED THAT THE MAJOR ISSUES
BETWEEN EASTERN AND AIRBUS INDUSTRIES WERE FINANCIAL,
INCLUDING THE DISPOSAL OF EASTERN'S PRESENT STOCK OF
L-1011 AIRCRAFT. THE LAGUARDIA RUNWAY QUESTION, HE
SAID, IS A RELATIVELY MINOR MATTER WHICH CAN BE
RESOLVED IF THE SALE IS MADE, BUT EASTERN IS ATTEMPTING
TO SECURE THE AIRBUS UNDER EXCESSIVELY FAVORABLE
FINANCIAL TERMS. THE FRENCH GOVERNMENT -- ANXIOUS
THOUGH IT IS FOR AIRBUS TO PENETRATE THE U.S. MARKET
THROUGH THIS SALE -- IS NOT DISPOSED TO MAKING THE
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PAGE 02 PARIS 07846 041056Z

SALE AT ANY PRICE. FINALLY, HE TOLD US THAT EASTERN
HAS STATED IT WILL ANNOUNCE ITS AIRBUS DECISION ON
MARCH 15 AND LAGORCE DESCRIBED THIS AS "POLITICAL BLACK-
MAIL OF THE HIGHEST ORDER."
COMMENT: MARCH 15 IS MID-WAY BETWEEN THE FIRST AND
SECOND BALLOTS OF THE FRENCH GENERAL
ELECTIONS.

HARTMAN

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NNN

Message Attributes

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Draft Date: 04 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
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